

Roger Houston - A Plus Merchandise  
Kevin - UKartan - Franchise owner

**R. J. REYNOLDS**

Joe - Mengel TOBACCO COMPANY

Adney

| Q'M  | T&Q  | REP                      |
|------|------|--------------------------|
| 1224 |      |                          |
| 1225 |      |                          |
| 1226 | ✓    | 2, 13, 15                |
| 1229 |      |                          |
| 1230 | ✓    | 4, 9, 11, 12, 14, 15, 16 |
| PTC  | SAM  |                          |
| ROM  | PA   | SC                       |
| RM   | PC   | MC                       |
| 1240 | 1242 | SAM                      |

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Senior Chain Accounts Manager  
Philadelphia Chain Accounts  
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Newtown Square, PA 19073  
Phone: 215-353-8666  
FAX: 215-359-1576

January 13, 1994

TO: Region Managers  
Division Managers  
RJR Sales Representatives with Sunoco/APlus/Atlantic Responsibility  
(CID Nos. 1335-05-01, 02, 03, 04 and 1335-02-01, 02, 03, 04)  
(CID Nos. 0362-02-01, 02, 03 and 0362-01-01, 02, 03)  
(CID No. 0362-04-00)

SUBJECT: **1994 Contract Agreement**

Ladies and Gentlemen:

Sun Company (Sunoco) has accepted our 1994 base contract for all corporate and franchise locations. Corporate locations - base contract is mandatory. Franchise locations should be presented to individual franchise owners.

Also, Doral Savings Center Floor Display has been accepted and should be presented to local Sunoco division managers for final approval. For franchise locations, presentation should be made to owner for final approval.

Volume Information

Weekly corporate volumes will be supplied by McLane Headquarters and this information will be updated and supplied to you. Franchise locations, volume update will need to be handled at store level.

Contract/SIS

Information for corporate and franchise locations should be entered at division level via 7101 form, effective date, 1/1/94. Contract Plan: Base and Doral Savings Center contract, if accepted.

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Page Two  
Sunoco/APlus/Atlantic 1994 Contracts  
January 13, 1994

RJR Managers calling on local Sunoco/APlus/Atlantic division offices should discuss our 1994 contracts. Also, our value added program has been accepted for 1994.

Thank you for your cooperation and assistance with these chains.

Warm regards,

*Jim*

J. A. Morris

JAM:des  
Attachments

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**SUN COMPANY/R.J. REYNOLDS TOBACCO  
1994 PERMANENT PACKAGE CONTRACT  
DISPLAYS AGREEMENT**

**PROGRAM ELEMENTS:**

- O R. J. REYNOLDS FULL PRICE PERMANENT PACK DISPLAY NO. 1 ✓  
CASH REGISTER IN PRIME LOCATION.**
- O R. J. REYNOLDS SAVING BRAND PERMANENT PACK DISPLAY ✓  
(DORAL & MONARCH).**
  - LOCATIONS WITH CIMARRON FLOOR UNIT/DISPLAY ✓  
DORAL/MONARCH SELF-SERVICE ON 3RD & 4TH PACKAGE  
SHELF, NO LESS THAN 24 FACING.**
  - LOCATIONS WITHOUT CIMARRON FLOOR UNIT/DISPLAY  
DORAL/MONARCH SELF-SERVICE ON PERMANENT  
COUNTER DISPLAY. NO LESS THAN 24 FACING.**
- O R. J. REYNOLDS OVERHEAD FIXTURE IS MANDATORY**

**PAYMENT SCHEDULE**

**INTRODUCTORY WEEKLY VOLUME**

|                           |                     |                       |                       |                       |                    |
|---------------------------|---------------------|-----------------------|-----------------------|-----------------------|--------------------|
| <b>*RJR BASE CONTRACT</b> | <b><u>76-99</u></b> | <b><u>100-149</u></b> | <b><u>150-199</u></b> | <b><u>200-249</u></b> | <b><u>250+</u></b> |
| <b>MONTHLY PAYMENT</b>    | <b>\$75</b>         | <b>\$110</b>          | <b>\$140</b>          | <b>\$160</b>          | <b>\$175</b>       |

**\*BASE PARTICIPATION IS ACHIEVED WHEN ALL COMPONENTS ARE  
ACCEPTED AND MAINTAINED.**

Just submit 7101 - NO contract

### Distribution for Sunoco/APlus/Atlantic

|                   |      |
|-------------------|------|
| R. A. Ridge       | 1124 |
| T. J. Fitzin      | 1126 |
| A. P. Scott       | 1128 |
| G. A. Ritsert     | 1130 |
| D. W. Keaney      | 1136 |
| F. L. Maney       | 1225 |
| J. A. Miller      | 1226 |
| G. B. Brown       | 1230 |
| P. J. Gilotty     | 1324 |
| D. L. James       | 1326 |
| F. V. Natale      | 1327 |
| R. L. VanSickle   | 1332 |
| F. J. DeJong      | 1334 |
| Stefan Majer      | 1340 |
| F. J. Iaconnetti  | 1522 |
| L.M. O'Connor     | 1523 |
| M. A. Belniak     | 1524 |
| R.F. Segelske     | 1527 |
| G. R. Deschenes   | 1528 |
| G. M. Richardson  | 1530 |
| R. R. Steele      | 1622 |
| T. J. Sullivan    | 1623 |
| C. M. Uffindell   | 1624 |
| T. A. McMahon     | 1626 |
| B. A. Cook        | 1642 |
| D. A. Qualkinbush | 1632 |
| J. F. Abrahamson  | 1728 |
| D. G. Dillard     | 1730 |
| N. R. Wagner      | 1732 |
| J. S. Rumberger   | 1736 |
| M. J. Hammond     | 1738 |
| A. N. McLaughlin  | 1740 |
| D. M. Comer       | 2922 |
| C. A. Crouch      | 2924 |
| J. C. Crouch      | 2926 |
| K. E. Staudacher  | 6724 |
| W. J. Green       | 6728 |
| M. D. Hancz       | 6730 |
| D. M. Palmer      | 6732 |
| F. M. Decker      | 6734 |
| D. K. Rhodes      | 6737 |
| T. M. Soltys      | 6740 |

**RJR 1ST QUARTER PROMOTIONS**

**JANUARY**

**WINSTON SELECT BUY 2 GET 1 FREE**

**MONARCH MENTHOL LITE BOX  
INTRODUCTION**

**FEBRUARY**

**CAMEL - CAMEL COLLECTORS PACK**

**DORAL BUY 1 GET 1 FREE**

**MARCH**

**CAMEL BUY 2 GET 1 FREE**

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